

**DEPARTMENT OF ADMINISTRATION  
PROCUREMENT DIVISION  
RECOMMENDATION OF AWARD**

DATE: October 8, 2008

EST. AMOUNT: 2,001,700.00

REQ:

ASA9-9-38

OVER 10% OF ESTIMATE

YES:\_\_\_ NO: X\_\_\_

AGENCY: Political Sub Divisions

DESCRIPTION: Dodge Chargers

TOTAL NUMBER OF SOLICITED VENDORS: 156

TOTAL NUMBER OF INDIANA FIRMS SOLICITED: 81

TOTAL NUMBER OF MINORITY & WOMAN VENDORS SOLICITED: MBE\_0\_\_ WBE\_0\_\_

SMALL BUSINESS SET-A-SIDE: No

RECYCLED PRODUCTS SOLICITED: No

SECRETARY OF STATE: Yes

SAVING AMOUNT OF SPLIT: N/A

MINORITY BUSINESS PARTICIPATION: N/A

WOMAN-OWNED BUSINESS PARTICIPATION: N/A

**QUOTE/BIDS WERE RECEIVED FROM THE FOLLOWING VENDORS:**

| <u>VENDOR</u>                   | <u>FIRST ROUND PRICING</u> |                         |                               | <u>BUY<br/>AMERICAN</u> | <u>EVAL.<br/>AMOUNT</u> |
|---------------------------------|----------------------------|-------------------------|-------------------------------|-------------------------|-------------------------|
|                                 | <u>AMOUNT</u>              | <u>INDIANA<br/>FIRM</u> | <u>PREFERENCE<br/>CLAIMED</u> |                         |                         |
| <u>Dodge Charger 3.5 Engine</u> |                            |                         |                               |                         |                         |
| 1. Fletcher                     | \$1,937,900.00             | Y                       | IBP – 5%                      | See below               | \$1,841,005.00          |
| 2. Russ Dellen                  | \$1,956,200.00             | Y                       | IBP – 5%                      | See below               | \$1,858,390.00          |
| 3. Town and Country             | \$ 2,246,525.00            | Y                       | IBP – 5%                      | See below               | \$2,134,198.75          |
| 4. Champion                     | \$2,668,900.00             | Y                       | IBP – 5%                      | See below               | \$2,554,455.00          |
| 5. Louchmandy                   | \$2,865,900.00             |                         |                               |                         |                         |
| <u>Dodge Charger 5.7 Hemi</u>   |                            |                         |                               |                         |                         |
| 1. Fletcher                     | \$2,005,900.00             | Y                       | IBP – 5%                      | See below               | \$1,905,605.00          |
| 2. Russ Dellen                  | \$2,034,700.00             | Y                       | IBP – 5%                      | See below               | \$1,932,965.00          |
| 3. Town and Country             | \$2,356,525.00             | Y                       | IBP – 5%                      | See below               | \$2,238,698.75          |
| 4. Champion                     | \$2,995,300.00             | Y                       | IBP – 5%                      | See below               | \$2,845,535.00          |

This solicitation was done as a negotiated bid at the request of Cities and Towns. The solicitation opened on 9/19/08. Upon evaluation Louchmandy Motors sales was eliminated from the target pricing round of pricing due the fact that they only listed their pricing on the IEI form with no pricing breakdown for items. There is now way to tell individual pricing and are not allowed to break it down after the fact. Some vendors check yes to the US Manufactured and some vendors checked no. Upon research the following was noted making the US Manufacture Preference N/A.

The Dodge Charger's domestic content is 74% USA/Canada in origin. The final assembly is done in Brampton, Ontario, just across from Detroit, Michigan using the 74% "domestic" components. The 74% USA/Canadian content does NOT include the assembly labor, distribution, or any other non-parts cost. With the **NAFTA** agreement in place, "domestic" can be interpreted as USA, Mexico, or Canada

From the original responses Fletcher is the low.

Target pricing was sent out on 9/25/08 and due back 10/1/2008. Only Town and Country responded and with a reduced cost.

Dodge Charger 3.5

|                     |                |   |     |     |                |
|---------------------|----------------|---|-----|-----|----------------|
| 1. Town and Country | \$1,996,525.00 | Y | IBP | N/A | \$1,896,698.75 |
|---------------------|----------------|---|-----|-----|----------------|

Dodge Charger 5.7 Hemi

|                     |                |   |     |     |                |
|---------------------|----------------|---|-----|-----|----------------|
| 1. Town and Country | \$2,095,525.00 | Y | IBP | N/A | \$1,990,748.75 |
|---------------------|----------------|---|-----|-----|----------------|

After second round of pricing and all preference applied, Fletcher is still the low bidder on both models.

The State of Indiana decided to go an additional round of pricing to give vendors one last opportunity to lower their prices. Target pricing was sent out on 10/3/08 and was due back 10/7/08.

Town and Country and Russ Dellen both submitted new pricing as follows:

**Dodge Charger 3.5**

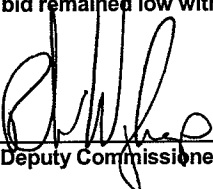
|                     |                |   |     |     |                |
|---------------------|----------------|---|-----|-----|----------------|
| 1. Town and Country | \$1,955,200.00 | Y | IBP | N/A | \$1,857,440.00 |
| 2. Russ Dellen      | \$1,996,325.00 | Y | IBP | N/A | \$1,896,508.75 |

**Dodge Charger 5.7 Hemi**

|                     |                |   |     |     |                |
|---------------------|----------------|---|-----|-----|----------------|
| 1. Town and Country | \$2,032,700.00 | Y | IBP | N/A | \$1,931,065.00 |
| 2. Russ Dellen      | \$2,094,825.00 | Y | IBP | N/A | \$1,990,083.75 |

Even with the reduced pricing from Town and Country and Russ Dellen, Fletcher remains the low and is recommended for award. There is no savings from the negotiated bid process, the initial low bid remained low without lowering their price.

  
Procuring Agent/Procurement Division/Date

  
Deputy Commissioner,      10/18/08  
Date